

Message Text

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ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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R 101144Z MAR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 8986

AMEMBASSY BEIRUT

UNCLAS KUWAIT 0914

BEIRUT FOR RCAA

E.O. 11652: N/A

TAGS: BEXP, BFOL, ETRN: KU, XF

SUBJ: POSSIBLE GENERAL AVIATION SALES IN MIDDLE EAST

1. COMMERCE REQUESTED NOTIFY RUSSELL W. MEYER, PRESIDENT, GRUMMAN AMERICAN AVIATION CORPORATION, 318 BISHOP ROAD, CLEVELAND, OHIO 44143, TELEPHONE (216) 449-2200 THAT EMBASSY RECOMMENDS HE GET IN TOUCH WITH KUWAIT AMBASSADOR TO UNITED STATES, SHAIKH SALEM AL-X BAH AL-SALEM IN CONNECTION

WITH POSSIBLE GENERAL AIRCRAFT SALES IN MIDDLE EAST.

2. DURING MEETING ON OTHER SUBJECTS WITH LOCAL BUSINESSMAN TALAL ABU GHAZALEH, WHO IS A FINANCIAL ADVISOR TO SHAIKH SALEM, ECONOFF MENTIONED RECENT VISIT TO KUWAIT OF GRUMMAN OFFICIALS. DURING DISCUSSIONS ON POTENTIAL MARKET FOR GENERAL AVIATION IN KUWAIT ABU GHAZALEH INITIALLY STRESSED VARIETY OF PROBLEMS WHICH TEND TO INHIBIT GENERAL AVIATION SALES. HE ADDED, HOWEVER, THAT HE IS WORKING WITH GROUP OF BUSINESSMEN HERE AND IN LEBANON ON PROJECT WHICH COULD EVENTUALLY LEAD TO PURCHASE OF SOME AIRCRAFT SIMILAR TO THOSE WHICH GRUMMAN MANUFACTURES.

3. ABU GHAZALEH SAID THAT HE INTENDS TO DISCUSS THIS PROJECT IN NEXT FEW WEEKS WITH SHAIKH SALEM AND HE RECOMMENDED THAT GRUMMAN GET IN TOUCH WITH AMBASSADOR SALEM PRIOR TO THEIR MEETING. ECONOFF ASKED WHETHER IT WOULD BE BETTER TO HAVE

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GRUMMAN SEE SHAIKH SALEM AFTER MEETING, BUT ABU GHAZALEH SAID

HE WOULD LIKE AMBASSADOR TO HAVE BENEFIT GRUMMAN'S VIEWS
REGARDING GENERAL AVIATION SALES IN MIDDLE EAST PRIOR TO MEETING.

4. ACTION REQUESTED: COMMERCE REQUESTED INFORM MEYER OF ABOVE
INFO AND SUGGEST THAT HE USE THIS OPPORTUNITY TO DISCUSS
GENERAL AVIATION SALES IN THE MIDDLE EAST WITH KUWAIT AMBASSADOR
TO US ASAP. MEYER SHOULD INDICATE TO AMBASSADOR SALEM THAT
HE DESIRES SEE HIM AT SUGGESTION TALAL ABU GHAZALEH WHICH
CONVEYED TO HIM BY AMEMBASSY KUWAIT.
STOLTZFUS

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